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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1989

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 5, 1989, through August 7, 1989) and cumulatively (September 1, 1988, and August 7, 1989).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/89 THROUGH 8/9/89

CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	141	1353	$24484	$24963	$29000	$25500	$18200	832	6802	$24789	$25223	$29000	$25350	$19200
BUSINESS ADMIN (INCL MGMT	110	751	22470	22786	27300	22000	18537	299	2163	21626	22450	26000	21500	17500
DISTRIBUTION MANAGEMENT	3	16	27333	23003	*	*	*	5	98	23100	24211	*	*	*
ECONOM & FINANCE (BANKING	166	882	24923	24865	32000	24000	19000	455	3043	23423	24710	30000	23000	18000
HOTEL/RESTAURANT MGMT.	5	75	19000	19324	*	*	*	9	199	19222	19657	*	*	*
HUMAN RSRCS (incl LABOR R	33	61	22003	22410	25268	21500	18000	73	197	22117	22842	27000	21938	18000
MANAGEMENT INFO SYSTEMS	3	153	26369	26473	*	*	*	60	667	27072	26772	31000	29000	20000
MARKETING/MARK MGMT (RESR	67	514	21482	22340	25000	21800	18200	270	2119	21256	22479	26000	21500	16000
REAL ESTATE	1	8	19493	23499	*	*	*	3	28	21164	23551	*	*	*
COMMUNICATIONS														
ADVERTISING	11	37	19145	19952	*	*	*	29	112	19118	19560	23000	19000	15500
COMMUNICATIONS	20	145	19168	20937	25200	18000	14000	59	443	19620	20819	24000	20000	15600
JOURNALISM	5	63	21050	21042	*	*	*	15	183	19790	20085	*	*	*
TELECOMMUN/BROADCASTING	1	19	14500	22842	*	*	*	7	73	19553	20176	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	30	211	19876	19110	23000	19723	16500	108	594	19875	18767	23000	20000	16500
PRE-ELEMENTARY EDUCATION	2	7	18000	18176	*	*	*	3	17	18591	17016	*	*	*
PHYSICAL EDUCATION	4	29	20500	19914	*	*	*	6	64	20500	19583	*	*	*
SPECIAL EDUCATION	6	32	22017	19639	*	*	*	16	120	20775	19815	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	9	24	19061	19206	*	*	*	16	48	18031	18971	*	*	*
TEXTILES & CLOTHING	3	28	20667	19037	*	*	*	15	126	21627	19742	*	*	*
MERCHANDISING MANAGEMENT	3	22	17932	19723	*	*	*	16	72	19219	19539	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	5	36	21900	21836	*	*	*	28	91	21025	21129	24600	20000	16800
LETTERS (incl English, Li	27	172	21581	21614	27500	22000	17000	61	361	20000	20951	24000	20400	15000
VISUAL & PERFORMING ARTS	5	56	25800	19855	*	*	*	14	133	20703	18838	*	*	*
HUMANITIES - OTHER	4	47	20682	20840	*	*	*	13	158	21545	22364	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	24	+	23843				5	88	17840	21427	*	*	*
HISTORY	11	141	20545	24612	*	*	*	29	227	21171	23348	25000	21000	16000
POLITICAL SCIENCE/GOVT	41	180	23849	24510	30500	23400	17000	71	370	22706	23280	30000	22568	17000
PSYCHOLOGY	16	125	19009	20021	*	*	*	50	354	18377	19400	22800	18500	13290
SOCIOLOGY	6	23	17400	18821	*	*	*	23	109	17570	18979	22000	17500	14200
SOCIAL SCIENCES-OTHER	12	127	25591	23765	*	*	*	29	223	21453	22232	30000	19300	15000
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	92	31367	29473	*	*	*	51	525	29501	29433	31200	30600	25343
AGRICULTURAL	+	1	+	27800				9	30	24685	26045	*	*	*
ARCHITECTURAL	4	12	22845	24648	*	*	*	4	43	22845	25530	*	*	*
BIOENGINEERING & BIOMEDIC	5	21	31140	29133	*	*	*	5	47	31140	28581	*	*	*
CHEMICAL	58	361	32929	32952	34300	33250	31800	225	2121	32842	32949	34380	33240	31140
CIVIL	26	359	29513	27986	33000	29100	26000	104	1444	27369	27046	32979	26772	21372
COMPUTER	13	122	31585	29591	*	*	*	62	593	30245	30244	32500	30600	26004
ELECTRICAL/ELECTRONIC	200	1071	30077	30387	33400	31000	25340	493	4352	29877	30594	33000	30600	25340

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
INDUSTRIAL	48	216	$28467	$29136	$31383	$29390	$25000	141	962	$28210	$29660	$31500	$28500	$24000
MECHANICAL	128	831	29634	30310	33654	30600	25000	474	3870	30229	30490	33300	30600	25343
METALLURGICAL	+	17	+	29462				14	274	30240	30631	*	*	*
MINING (INCL GEOLOGICAL)	+	2	+	26000				+	34	+	26790			
NUCLEAR	1	6	20463	26028	*	*	*	2	59	26232	30747	*	*	*
PETROLEUM	+	48	+	32304				1	165	36600	32789	*	*	*
TEXTILE	+	+	+	+				46	46	26633	26633	31500	25500	24000
ENGINEERING TECHNOLOGY	24	237	27509	28386	33000	26784	24000	88	627	26525	28342	32844	26448	21000
INDUSTRIAL TECHNOLOGY	15	69	25278	26828	*	*	*	30	153	24715	26731	30000	25650	19000
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	4	37	20900	20865	*	*	*	10	86	23860	22182	*	*	*
ANIMAL SCIENCES	1	12	20000	19226	*	*	*	3	35	18333	19328	*	*	*
PLANT SCIENCES	+	21	+	17635				2	30	20750	18354	*	*	*
NATURAL RESOURCES	+	14	+	20916				+	27	+	21256			
OTHER AGRICULTURAL SCIENC	3	13	21833	21337	*	*	*	17	81	19842	21605	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	74	510	29623	28906	32800	30485	25000	195	1726	27865	28659	32400	28900	21000
COMPUTER PROGRAMMING	1	20	32000	25985	*	*	*	29	138	27442	28316	32445	28100	22000
INFORMATION SCIENCES & SY	8	82	24000	24675	*	*	*	39	427	26463	26428	31500	25500	23000
SYSTEMS ANALYSIS	1	4	26135	26684	*	*	*	5	29	29987	28833	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	1	15	18007	23980	*	*	*	8	96	21336	24416	*	*	*
HEALTH SCIENCES	3	27	22233	22196	*	*	*	11	61	23412	21480	*	*	*
NURSING	8	111	24101	25169	*	*	*	45	334	23344	24915	30000	22000	18000
PHARMACY	156	198	37966	37727	42000	38790	31500	218	308	37675	36815	42000	39000	30000
SCIENCES														
ACTUARIAL	+	30	+	23081				+	62	+	26778			
ARCHITECTURAL & ENVIRONME	+	88	+	24986				10	120	22740	24660	*	*	*
BIOLOGICAL	7	57	23631	22098	*	*	*	13	126	22155	21495	*	*	*
CHEMISTRY	7	55	26900	25361	*	*	*	19	188	27383	26307	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	10	+	23579				1	29	25000	23674	*	*	*
MATHEMATICS	21	150	25243	25783	29500	24596	20000	49	395	25066	26407	29948	25000	19000
PHYSICS	3	17	29033	27199	*	*	*	6	68	24897	28022	*	*	*
OTHER PHYSICAL & EARTH SC	1	10	22000	22100	*	*	*	3	25	25000	22537	*	*	*
TOTALS	1574	10307						5051	39018					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	84	976	$25657	$25551	$29000	$26000	$19493	658	5468	$25660	$25727	$29500	$26000	$22000
ACCOUNTING (PRIVATE)	58	396	23588	23587	27500	24750	18000	168	1516	22396	23517	27000	22500	17500
COMMERCIAL BANKING (CNSMR	44	120	22127	22113	26000	22000	18000	154	370	20691	21676	23500	21000	18000
COMMERCIAL BANKING (LENDG	9	76	23389	22381	*	*	*	35	299	20916	22835	24500	21000	16300
INVESTMT BANKING (CORP FN	7	63	25036	26404	*	*	*	15	141	23650	26750	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	27167				1	31	34200	29097	*	*	*
INVESTMT BANKG (REAL EST)	1	14	18000	19657	*	*	*	2	27	26000	22574	*	*	*
INVESTMT BANKG (SALES & T	3	18	28999	26728	*	*	*	7	50	23371	24266	*	*	*
FINANCIAL/TREASURY ANALYS	51	418	27960	27264	32000	30000	24000	107	1056	25473	26367	30500	26000	18975
PORTFOLIO MGMT/BROKERAGE	6	52	27000	23744	*	*	*	25	141	25520	23772	30000	24000	21500
UNDERWRITING	17	62	20826	21690	*	*	*	47	209	22168	21858	25000	22800	18500
MARKETING														
ADVERTISING	2	27	21500	19126	*	*	*	10	84	19920	19358	*	*	*
BRAND/PRODUCT MANAGEMENT	17	105	23102	23628	*	*	*	45	366	23219	23623	30000	22800	18000
BUYER/MERCHANDISING	16	136	21513	22237	*	*	*	43	618	20098	22010	26000	19500	15732
MARKET RESEARCH	9	107	25189	27017	*	*	*	20	240	24898	25636	31200	24350	18500
SALES	106	649	23419	23290	28800	24000	16000	406	2480	22527	23188	28500	23400	16000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	3	17	19000	20553	*	*	*	13	55	23190	20902	*	*	*
MEDIA PLANNING	2	13	15000	19772	*	*	*	6	30	16429	20263	*	*	*
ON-AIR REPORTING	+	+	+	+				+	8	+	16438			
PRODUCTION	1	20	14500	21329	*	*	*	7	66	24877	22982	*	*	*
PUBLIC RELATIONS	7	49	21900	19980	*	*	*	20	133	18823	20118	26000	18610	13000
WRITING / EDITING	2	48	15859	21090	*	*	*	14	165	17413	20239	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	6	18	20800	20551	*	*	*	16	61	19241	19582	*	*	*
FINANC,TAXA, MONETARY POL	10	107	24163	25392	*	*	*	29	166	23036	24253	27700	22500	17892
ECONOMIC PROGRAMS	2	7	19727	21979	*	*	*	5	25	20251	21081	*	*	*
LAW ENFORCEMENT	+	22	+	25030				6	78	17697	22078	*	*	*
MILITARY	7	68	26043	22970	*	*	*	28	198	22517	22087	27000	21938	20000
NATIONAL SECURITY	1	7	31500	23060	*	*	*	2	24	31350	24771	*	*	*
URBAN / REGIONAL PLANNING	+	10	+	23302				+	31	+	22819			
SOCIAL SERVICES														
ADMINISTRATION	7	113	16329	21019	*	*	*	21	242	18061	21054	23866	18000	14082
COUNSELING	4	34	18074	18177	*	*	*	14	97	16961	17675	*	*	*
FUNDRAISING / DEVELOPMENT	2	13	19000	19092	*	*	*	2	19	19000	19057	*	*	*
SOCIAL WORK	2	25	17347	16702	*	*	*	13	87	15560	16550	*	*	*
ENGINEERING														
BIOENGINEERING	+	10	+	31753				2	66	25550	30924	*	*	*
DESIGN / CONSTRUCT	112	720	29983	29274	33000	30425	26000	312	2786	28970	28849	32500	30000	24342
ENVIRONMENTAL/SANITATION	5	47	30374	26579	*	*	*	15	274	28527	28271	*	*	*
MANUFACTURING/INDUSTRIAL	162	669	29054	29860	33000	30002	20640	403	3534	29418	30492	33300	30180	24342
SYSTEMS / PROGRAMMING	10	135	30884	29424	*	*	*	56	587	28848	30036	32450	29652	24342
POWER SYSTEMS	12	125	30336	29846	*	*	*	71	530	29562	30093	32000	30300	25343
SOFTWARE DESIGN & DEVELOP	11	243	30997	30608	*	*	*	36	737	29721	30537	33000	30198	25675

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	3	68	$30601	$30661	*	*	*	25	484	$30616	$30888	$32400	$31000	$28950
RESEARCH & DEVELOPMENT	19	278	28821	29480	*	*	*	124	1232	29930	30658	33600	30900	25000
TESTING	16	177	27925	28563	*	*	*	53	576	27655	28990	32000	27600	24000
PROCESS ENGINEERING	70	593	31809	31432	$34300	$32600	$27504	318	2341	30963	31902	34300	32265	25000
OTHER ENGINEERING	52	249	28944	29434	33500	30890	24342	189	1465	30425	30614	33300	31000	25340
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	47	349	28247	27572	32500	30000	22000	181	1390	26645	27559	32344	27500	19493
INFORMATION SYSTEMS	28	148	27471	25870	32100	28600	19493	64	574	27024	26766	32000	27522	22106
SYSTEMS ANALYSIS & DESIGN	25	216	29531	28587	32000	30360	26496	62	784	28540	28321	32000	29100	24300
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	49	30667	27938	*	*	*	6	137	29013	28437	*	*	*
AGRICULTURE/NAT'L RESOURC	4	43	21100	19065	*	*	*	23	149	21695	20984	29640	19500	15500
ARCHITECTURE	+	36	+	21508				3	69	17333	22241	*	*	*
CONSULTING	60	366	29763	28947	34000	30000	26000	159	1336	29121	28373	33000	29000	25000
HUMAN RESRCS /INDUS RELS	17	91	23379	23718	*	*	*	40	266	22954	22937	30000	22125	17500
MANAGEMENT TRAINEE	196	969	21553	21943	26000	21250	18000	499	2928	21257	22080	26000	20800	18000
MATH/STATISTICIANS	8	22	25031	24411	*	*	*	17	64	23713	25546	*	*	*
NURSES / PERSONAL CARE	8	112	24101	25211	*	*	*	46	335	23706	24958	30000	22000	18000
OTHER HEALTH RELATED (EX	152	242	37984	34528	42000	39000	34300	229	501	36620	31011	42000	38700	26000
PARALEGAL	6	87	18983	21354	*	*	*	10	113	20390	20958	*	*	*
PERFORMING ARTS (ENTERTAI	2	5	23657	20983	*	*	*	2	15	23657	16970	*	*	*
RESEARCHERS NON-TECHNICAL	3	16	25931	23905	*	*	*	3	47	25931	23140	*	*	*
RESEARCHERS - TECHNICAL	6	19	26674	25904	*	*	*	6	65	26674	22397	*	*	*
TEACHING	51	430	20044	19106	23000	20000	17500	158	1052	19872	18989	23000	20000	17000
TOTALS	1574	10307						5051	39018					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 6 SEPTEMBER 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	37	115	$29408	$28772	$35000	$29000	$25000	92	463	$28649	$28849	$33000	$28500	$25000
MBA--NON-TECH	31	240	30080	33794	35000	30000	24000	173	885	33201	33873	40800	32800	25000
MBA--TECH	13	88	33776	33532	*	*	*	48	268	36723	37102	42000	34850	30000
MS-BUSINESS	7	12	38857	34303	*	*	*	20	60	38005	33244	47000	39250	27000
DISTRIBUTION MANAGEMENT	+	2	+	30450				+	3	+	30600			
ECONOMICS & FINANCE (BANK	1	29	31000	30570	*	*	*	2	194	29500	34050	*	*	*
HOTEL/RESTAURANT MNGMT	+	1	+	20100				+	1	+	20100			
HUMAN RESOURCES (INCL LAB	1	13	33000	32100	*	*	*	12	44	30796	31947	*	*	*
MANAGEMENT INFORMATION SY	+	4	+	33984				+	42	+	32067			
MARKETING/MKTNG MGT (RESE	+	10	+	31966				2	70	29750	34105	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	2	+	19800				+	5	+	23520			
JOURNALISM	+	1	+	24000				+	5	+	23240			
EDUCATION														
EDUCATION ADMINISTRATION	+	4	+	24250				+	16	+	23971			
ELEMENTARY EDUCATION	+	14	+	22454				8	31	23903	22037	*	*	*
PHYSICAL EDUCATION	+	+	+	+				1	1	12000	12000	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	16380			
SPECIAL EDUCATION	+	11	+	21791				1	27	29945	21810	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	18054			
LETTERS	3	4	20333	23251	*	*	*	3	9	20333	24334	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	14	+	19945			
HUMANITIES - OTHER	+	1	+	24000				+	2	+	32000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	1	1	18000	18000	*	*	*	1	5	18000	19185	*	*	*
POLITICAL SCIENCE / GOVT	2	7	38900	30029	*	*	*	3	12	33569	29409	*	*	*
PSYCHOLOGY	2	9	33435	25737	*	*	*	3	27	28957	24390	*	*	*
SOCIOLOGY	+	+	+	+				+	5	+	24272			
SOCIAL SCIENCES - OTHER	+	17	+	27603				1	26	21420	26030	*	*	*

continued

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	14	+	$35710				3	84	$34913	$34381	*	*	*
AGRICULTURAL	+	1	+	32400				+	1	+	32400			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	11	+	34930			
CHEMICAL	24	64	$36100	35548	$37300	$36790	$34080	66	209	36366	35952	$37800	$36700	$34200
CIVIL	3	49	36920	31180	*	*	*	15	203	32164	30833	*	*	*
COMPUTER	5	21	36580	35170	*	*	*	13	100	34765	36760	*	*	*
ELECTRICAL/ELECTRONIC	24	156	33252	35504	36120	33822	30396	68	661	33678	36215	37300	34000	30396
INDUSTRIAL	4	45	33470	33835	*	*	*	9	119	30469	34295	*	*	*
MECHANICAL	18	82	33909	34525	*	*	*	52	470	35160	35131	38000	36000	31200
METALLURGICAL	+	3	+	37600				+	69	+	35039			
MINING & MINERAL	+	2	+	33768				+	14	+	31920			
NUCLEAR	+	7	+	35998				1	16	36180	34888	*	*	*
PETROLEUM	+	4	+	36825				+	27	+	38231			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	1	2	28500	25250	*	*	*	1	21	28500	27753	*	*	*
HEALTH SCIENCES	+	7	+	23952				+	21	+	22572			
NURSING	+	1	+	33600				+	8	+	26780			
SCIENCES														
AGRICULTURAL & NATL RESOU	1	11	29500	23900	*	*	*	2	14	27750	23835	*	*	*
ARCHITECTURAL & ENVIRONME	+	1	+	34980				+	3	+	27327			
BIOLOGICAL	+	+	+	+				+	5	+	25063			
CHEMISTRY	1	14	29000	29390	*	*	*	4	50	27025	31362	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	3	63	32403	35294	*	*	*	15	251	33253	35690	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	22	+	32927				4	80	30100	31148	*	*	*
MATHEMATICS (INCL ACTUARI	3	11	31420	29647	*	*	*	6	36	28680	30932	*	*	*
PHYSICS	+	4	+	32681				+	14	+	30686			
POLYMER	+	+	+	+				+	6	+	34137			
TOTALS	185	1169						629	4712					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/89 THROUGH 8/9/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	3	91	$27333	$35815	*	*	*
MBA--TECH	+	7	+	38600			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	10	106	35500	38571	*	*	*
MBA--TECH	1	23	34840	36006	*	*	*
OVER 4 YEARS							
MBA--NON-TECH	7	139	36429	44474	*	*	*
MBA--TECH	1	36	37000	50628	*	*	*
TOTALS	22	402					

CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	86	529	$38131	$41283	$52000	$36000	$28000
MBA--TECH	26	136	40221	44282	50000	42000	29500
OVER 2 TO 4 YEARS							
MBA--NON-TECH	97	605	42454	42952	51000	42000	34000
MBA--TECH	35	263	45990	46921	55000	45000	34840
OVER 4 YEARS							
MBA--NON-TECH	64	540	43455	44529	55000	41900	34000
MBA--TECH	29	212	43349	49296	55000	41500	35000
TOTALS	337	2285					

1 Years of previous full-time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	1	3	$38000	$44333	*	*	*	1	6	$38000	$47333	*	*	*
COMPUTER & INFOR SCIENCES	+	3	+	48117				+	19	+	49743			
EDUCATION														
EDUCATION ADMINISTRATION	+	19	+	47075				3	33	35833	44168	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	5	+	38060				+	5	+	38060			
ENGLISH	2	4	24000	23750	*	*	*	3	8	24667	24125	*	*	*
FOREIGN LANGUAGES	+	3	+	25000				1	4	26000	25250	*	*	*
PSYCHOLOGY	+	1	+	26462				+	11	+	32965			
SOCIOLOGY	+	+	+	+				+	1	+	27000			
ENGINEERING														
AEROSPACE	+	3	+	45647				+	12	+	49493			
CHEMICAL	+	55	+	47331				14	212	49024	47717	*	*	*
CIVIL	1	6	33600	42033	*	*	*	3	13	32000	39438	*	*	*
COMPUTER	+	4	+	51249				+	9	+	52433			
ELECTRICAL/ELECTRONIC	+	30	+	53205				4	75	36000	50482	*	*	*
MECHANICAL	+	6	+	48967				+	21	+	46771			
METALLURGICAL	+	7	+	46643				2	24	51120	48464	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	6	+	45470				+	8	+	43278			
BIOLOGICAL	+	1	+	50000				+	1	+	50000			
CHEMISTRY	8	41	43298	42888	*	*	*	26	198	44342	43147	$46800	$43800	$42600
GEOLOGICAL SCIENCES	+	6	+	32417				+	15	+	33431			
MATHEMATICS	1	4	46000	53375	*	*	*	1	8	46000	45438	*	*	*
PHYSICS	+	10	+	41599				+	28	+	42263			
POLYMER	+	1	+	50000				+	14	+	44626			
TOTALS	13	218						58	725					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25762 614 35200/22000			20911 18	23640 5	22000 1	21667 3	27000 4	18834 4
BUSINESS ADMIN (INCL MGMT	24563 8	18000 1		21178 64 30000/18512	23219 8	26900 1	20774 6	23125 4	24417 6
ECONOM & FINANCE (BANKING	27857 28 37500/25500	22500 1	16000 1	21882 145 33000/18000	20643 7	26667 3	22910 10	28555 31 39500/25000	24487 38 40000/15000
HOTEL/RESTAURANT MGMT				20000 1					
HUMAN RSRCS (incl LABOR R				21500 3		20000 1	27000 2		35000 1
MANAGEMENT INFO SYSTEMS	29625 28 33500/29000			25740 1		27700 1	24689 9	29000 2	
MARKETING/MARK MGMT (RESR	25500 2			19639 14	20000 3	23400 4	20389 9	27500 1	15500 2
REAL ESTATE									19000 1
ADVERTISING		18667 3				16524 5	19000 1		
COMMUNICATIONS				21588 8		18300 5	16000 1		15600 1
JOURNALISM		19000 2				15600 1			17875 2
TELECOMMUN/BROADCASTING						13750 2			
HUMAN ECOLOGY (HOME ECONO						18000 1			18300 1
FOREIGN LANGUAGES	22800 1	20000 1		21333 3			24600 1		
LETTERS (incl English, Li		23000 1		19300 7	30250 2	23000 1	18300 1	18000 1	20200 3
VISUAL & PERFORMING ARTS	37000 1	18500 1	13000 1	26000 1					
HUMANITIES - OTHER	31550 2			21000 2					18726 1
HISTORY				22643 7			27000 1		
POLITICAL SCIENCE/GOVT				22500 11	31333 3		20000 2	31000 2	25500 3
PSYCHOLOGY				20058 5		18000 1		17500 1	
SOCIOLOGY				16660 5					
SOCIAL SCIENCES-OTHER	30000 1			19329 7					30625 4
AEROSPACE & AERONAUTICAL				18200 1					

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNING	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BIOENGINEERING & BIOMEDIC							30000 1		
CHEMICAL								26300 1	
CIVIL			23532 5					25567 9	
COMPUTER	31286 7			27000 1		33800 1	31356 9	28750 2	
ELECTRICAL/ELECTRONIC	31500 1			30667 3	32496 1	30330 10	31615 4	31340 25 36000/28000	
INDUSTRIAL	28278 9			27000 1		34300 1	28933 3	29896 9	
MECHANICAL	28000 1		29928 5			32000 1	28950 2	27667 3	
ENGINEERING TECHNOLOGY						31365 3	24874 4	28724 8	
COMPUTER SCIENCE	27000 7			28667 6		32600 1	26607 27 37500/23500	29700 13	22617 2
COMPUTER PROGRAMMING	24000 1			25500 2		28500 1	29304 11	24625 4	
INFORMATION SCIENCES & SY	24833 3			25000 1		28900 1	23950 4		27000 1
SYSTEMS ANALYSIS							31000 1	31250 2	
ARCHITECTURAL & ENVIRONME			17333 3						
BIOLOGICAL					30000 1				25000 1
MATHEMATICS				22700 5	31250 2		24067 3	27600 5	19000 1
PHYSICS							26000 1		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING		REAL ESTATE	
ACCOUNTING	19750	2	25000	1	21450	8	18000	1	20951	10	30000	2			22625	4	20000	2
BUSINESS ADMIN (INCL MGMT	17500	1	25000	1	22321	14	21000	1	19250 26000/17000	52	19579	3			22533	3	21500	1
ECONOM & FINANCE (BANKING	25000	1	22500	1	24818 35000/18000	37	19000	1	19721 26000/17500	42					21500	2	21367	6
HOTEL/RESTAURANT MGMT			19125	8														
HUMAN RSRCS (incl LABOR R			19400	4	22763 32000/19200	20			18988	8					17518	1		
MANAGEMENT INFO SYSTEMS					24000	1			19750	4								
MARKETING/MARK MGMT (RESR	19500	4	19000	2	21244	18			19337 28600/17000	76	20533	3			18250	4	14740	2
REAL ESTATE					25000	1												
ADVERTISING	12000	1			19350	2			19233	9								
COMMUNICATIONS			14000	1	15000	2			19572	18					15400	3		
JOURNALISM					22000	2			15750	2					18500	1		
ELEMENTARY EDUCATION									21000	1							25000	1
SPECIAL EDUCATION									16640	1								
HUMAN ECOLOGY (HOME ECONO			18000	1					18675	4							10400	1
TEXTILES & CLOTHING									19113	8								
MERCHANDISING MANAGEMENT									19213	15								
FOREIGN LANGUAGES					24250	2			19438	4					22500	1		
LETTERS (incl English, Li			14000	1	21283	3			20530	10					14654	4		
VISUAL & PERFORMING ARTS	30000	1															17000	2
HUMANITIES - OTHER					25840	2			13500	2								
CRIMINAL JUSTICE					20000	1												
HISTORY			12500	1	24000	1	16000	1	20900	5								
POLITICAL SCIENCE/GOVT			18250	2	26170	8	21983	6	20356	11	17750	2					26000	1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
PSYCHOLOGY			22500 3		19179 14	18000 1			
SOCIOLOGY		17500 1	20667 3		18450 6				
SOCIAL SCIENCES-OTHER		29000 1		17500 2	18500 2				
AGRICULTURAL				26500 1					
CIVIL									26400 1
ELECTRICAL/ELECTRONIC					25000 1			35360 1	
MECHANICAL			30500 1						
TEXTILE			22000 1						
ENGINEERING TECHNOLOGY					21500 2				
AGRIBUSINESS	40000 1				17000 1				
PLANT SCIENCES		23000 1							
COMPUTER SCIENCE			26546 8		23667 3		19000 1		
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY			24250 2						
PHARMACY					39791 165 48000/37000				
BIOLOGICAL					12000 1				
MATHEMATICS			24492 3			28000 1			
OTHER PHYSICAL & EARTH SC			25000 1						

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	RESEARCH ORGAN		TRANSPORTATION		UTILITIES		OTHER SERVICE		EDUCATION		FEDERAL GOVERN		LOCAL/STATE GO		HOSPITALS		HEALTH SRVCS (	
ACCOUNTING	15000	1	19700	3	22012	5	16500	4	15012	3	20663	14	19716 26000/16872	39	21250	2	14000	2
BUSINESS ADMIN (INCL MGMT	31000	1	22336	10	21650	4	20723	6	27000	1	19658	16	18911	2	19000	1	15675	4
DISTRIBUTION MANAGEMENT			22750	2			23000	2			24000	1						
ECONOM & FINANCE (BANKING	36500	1	19903	6	23500	2	20250	2			20255	16	17821	1	22000	1		
HUMAN RSRCS (incl LABOR R			25000	2							20900	3			18500	1	18000	1
MANAGEMENT INFO SYSTEMS			24400	3	26593	4	24000	1					19200	1				
MARKETING/MARK MGMT (RESR			23865	8	28500	1	18940	11			18129	4	21000	1	22500	1	20451	4
REAL ESTATE											19493	1						
ADVERTISING			23000	1			20250	2			20000	1						
COMMUNICATIONS	14000	1					14000	2			19750	2						
JOURNALISM							26000	1	18000	1								
TELECOMMUN/BROADCASTING							28000	1										
ELEMENTARY EDUCATION									19815 26600/17000	103			18250	2				
PRE-ELEMENTARY EDUCATION									18591	3								
PHYSICAL EDUCATION									20600	5			20000	1				
SPECIAL EDUCATION									21314	12			20000	1				
HUMAN ECOLOGY (HOME ECONO			18000	1					23849	1			19250	2				
MERCHANDISING MANAGEMENT											19297	1						
FOREIGN LANGUAGES									18613	4	20900	4	16600	1				
LETTERS (incl English, Li							22500	1	19704	12			19000	2			16400	1
VISUAL & PERFORMING ARTS							16000	1	19113	3	22000	1	16000	1				
HUMANITIES - OTHER							19788	2					25000	1				
CRIMINAL JUSTICE											16851	2	17750	2				

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
HISTORY		21000 1			16900 3	21000 3	15500 1		
POLITICAL SCIENCE/GOVT		20800 1				21044 5	17688 3		
PSYCHOLOGY		15600 1		18720 1	24000 1	18547 4	14992 3	13533 3	16500 2
SOCIOLOGY					11752 1	19500 1	14717 3		
SOCIAL SCIENCES-OTHER							18198 3		16000 2
AEROSPACE & AERONAUTICAL						24843 4			
AGRICULTURAL					28565 1	22867 3			
ARCHITECTURAL							22845 4		
BIOENGINEERING & BIOMEDIC						30000 1			
CHEMICAL	27750 2		31200 1			24623 4	25752 1		
CIVIL	30000 1	20400 1	26200 3			24977 7	25683 22 33060/21372		
COMPUTER			30000 1			27333 3	22000 1		24000 1
ELECTRICAL/ELECTRONIC	29499 2		30680 37 34080/28000	27500 1		24889 96 32800/20640	28844 3		
INDUSTRIAL			30480 5			24844 26 31383/20463	21372 1		
MECHANICAL	19200 1		30118 17	30720 2		25027 47 31200/20436	19363 2		36000 2
METALLURGICAL						32280 2		30600 1	
NUCLEAR						20463 1			
ENGINEERING TECHNOLOGY		24632 2	22682 5	24850 2	17855 1				
INDUSTRIAL TECHNOLOGY		26950 2				18688 5			
AGRIBUSINESS						22500 2			
PLANT SCIENCES						18500 1			
OTHER AGRICULTURAL SCIENC				18000 1		15118 1	18000 2	12272 1	
COMPUTER SCIENCE	26850 4	28200 1	25813 6	25900 2	15250 2	23555 9	18205 4	25000 1	

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER PROGRAMMING			28100 1		22718 2				
INFORMATION SCIENCES & SY				24000 2		25243 1	27000 1	24500 6	
SYSTEMS ANALYSIS							26135 1		
ALLIED HEALTH					18007 1		15600 1	26667 3	19027 3
HEALTH SCIENCES						21000 1		25380 5	25225 2
NURSING								23344 45 36500/18000	
PHARMACY								31388 42 39000/24900	38250 2
BIOLOGICAL				17264 1	19230 1	19938 2			
CHEMISTRY					11600 1		20000 1		
MATHEMATICS			27300 1		21067 3	22469 13			
PHYSICS						21392 2			

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING		19000 1			20977 6	27000 1		27632 5	26579 11
BUSINESS ADMIN (INCL MGMT			15000 1		24000 2		19600 2	19500 1	25309 10
ECONOM & FINANCE (BANKING			18000 1		25000 3	22000 1	24160 3	21960 10	26980 7
HUMAN RSRCS (incl LABOR R						20500 1		19700 5	26000 2
MANAGEMENT INFO SYSTEMS									26850 4
MARKETING/MARK MGMT (RESR								24500 7	24293 25 28200/22000
ADVERTISING									23300 2
COMMUNICATIONS			21000 1					22000 2	22733 3
JOURNALISM								19500 1	
TELECOMMUN/BROADCASTING			19426 1		19448 1				
SPECIAL EDUCATION			20000 2						
HUMAN ECOLOGY (HOME ECONO			14873 2						
TEXTILES & CLOTHING									25000 1
FOREIGN LANGUAGES							33000 1		
LETTERS (incl English, Li		10000 1		20740 3			21000 1	17000 1	16640 1
HUMANITIES - OTHER				13000 1					
HISTORY								22250 2	
POLITICAL SCIENCE/GOVT		17313 1	16000 1		16000 1				26167 3
PSYCHOLOGY			14813 4	18000 1				19750 2	19000 1
SOCIOLOGY			15600 2						24000 1
SOCIAL SCIENCES-OTHER			15813 3				26300 1	33500 1	18000 1
AEROSPACE & AERONAUTICAL					30285 43 31800/29400		30850 2		
AGRICULTURAL						26333 3			

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BIOENGINEERING & BIOMEDIC							31800 2		
CHEMICAL					31800 2	31000 1	30900 1	28000 1	33114 140 36000/32000
CIVIL					31200 1		30667 3	28173 24 38400/25000	30168 2
COMPUTER					29209 5		30600 1	32100 1	32100 1
ELECTRICAL/ELECTRONIC					30172 33 33700/29120		30743 23 36000/28500	30000 5	32264 24 38040/30300
INDUSTRIAL					29760 11		28432 12	30900 1	31520 10
MECHANICAL					30159 92 32400/29000		30151 41 38400/28000	30002 20 39996/28000	32058 58 36600/30000
METALLURGICAL									31200 2
NUCLEAR									32000 1
TEXTILE									29600 5
ENGINEERING TECHNOLOGY					24700 3	29000 1	25767 9	25611 11	30600 2
INDUSTRIAL TECHNOLOGY					19500 1		29008 5	23498 2	27500 1
AGRIBUSINESS						21320 5			
ANIMAL SCIENCES						18333 3			
OTHER AGRICULTURAL SCIENC						21467 9			
COMPUTER SCIENCE					27692 6		30450 2	20160 1	28422 12
COMPUTER PROGRAMMING									31740 2
INFORMATION SCIENCES & SY					27150 2		29000 1		
HEALTH SCIENCES				10880 1					
PHARMACY									28096 9
ARCHITECTURAL & ENVIRONME						20000 1		25900 6	
BIOLOGICAL									22517 3
CHEMISTRY				20000 1					29422 13

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MATHEMATICS				26000 1			33600 2		
OTHER PHYSICAL & EARTH SC									25000 2

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	20800 2	25871 7	23884 5	23620 2	23350 2		26250 2	25173 15	24650 8
BUSINESS ADMIN (INCL MGMT	23850 6	22822 9	23350 6	23950 2			24000 2	22500 4	23067 3
ECONOM & FINANCE (BANKING	26325 6	27467 9	25767 3	26875 4	25000 1		25000 1	24000 5	26229 7
HUMAN RSRCS (incl LABOR R			21176 2	18000 1			22500 2	27667 3	25000 2
MANAGEMENT INFO SYSTEMS	28000 1								
MARKETING/MARK MGMT (RESR	22143 6	21760 5	22104 21 27500/19500	25035 6	29500 1			26640 5	24088 8
ADVERTISING			23400 1						
COMMUNICATIONS		25000 2						27500 1	
JOURNALISM			25000 1						
TELECOMMUN/BROADCASTING			17000 1					25500 1	
HUMAN ECOLOGY (HOME ECONO			18500 1						
FOREIGN LANGUAGES	17150 2		30600 1	18000 1					
LETTERS (incl English, Li	24000 1							27500 1	
VISUAL & PERFORMING ARTS	20000 1								
HISTORY	24000 1							24000 1	28750 1
POLITICAL SCIENCE/GOVT								25250 2	
PSYCHOLOGY					18000 1				
AGRICULTURAL			19500 1						
BIOENGINEERING & BIOMEDIC		32100 1							
CHEMICAL		31380 2	29800 1	34800 1	32000 2		33500 1	33045 18	33498 25 35194/32500
CIVIL					28867 3				32255 11
COMPUTER	30692 12	29756 10	31500 2					34500 1	33000 2
ELECTRICAL/ELECTRONIC	31817 35 35600/29200	30766 117 34560/28500			30973 15		36000 1	32510 19	33457 12

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AE	PAPER & WOOD P	PETROLEUM & AL
INDUSTRIAL	27930 10	29497 14	32000 1		29267 6				
MECHANICAL	31811 8	30258 47 33600/28600	38828 2	29033 3	30187 25 32400/29400		33500 1	32154 28 34300/30500	32560 21 35000/32000
METALLURGICAL		30600 1			29200 5				
PETROLEUM									36600 1
TEXTILE								27000 1	
ENGINEERING TECHNOLOGY	28706 14	27000 5	25000 1		25133 3			33000 1	25850 3
INDUSTRIAL TECHNOLOGY	25250 2	25925 4	28080 1					25000 1	
AGRIBUSINESS			30000 1						
OTHER AGRICULTURAL SCIENC			23860 2					15000 1	
COMPUTER SCIENCE	30645 48 38600/27000	28503 12	31350 2		28800 1			26250 2	30386 7
COMPUTER PROGRAMMING	32500 2								
INFORMATION SCIENCES & SY	29113 8	28600 4	31000 1						
SYSTEMS ANALYSIS		30300 1							
CHEMISTRY									30000 1
GEOLOGY & GEOLOGICAL SCI			25000 1						
MATHEMATICS	28375 4	25358 3	29200 1						
PHYSICS	33600 1								

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING	20000 1	26700 2		27000 2	21283 6	21250 2
BUSINESS ADMIN (INCL MGMT				25800 1	23577 27 27300/22500	21988 4
ECONOM & FINANCE (BANKING			20000 2	26850 4	3624 5	
HUMAN RSRCS (incl LABOR R		21000 1			22142 7	
MARKETING/MARK MGMT (RESR					22084 7	23000 5
ADVERTISING						19500 1
COMMUNICATIONS	20000 1	18000 1		24000 1	21689 3	
JOURNALISM					25000 1	
ELEMENTARY EDUCATION				23000 1		
HUMAN ECOLOGY (HOME ECONO					20500 1	
TEXTILES & CLOTHING					24417 6	
FOREIGN LANGUAGES	18000 1					
LETTERS (incl English, Li					24020 2	
POLITICAL SCIENCE/GOVT			25000 1		23284 2	
PSYCHOLOGY					24200 1	
SOCIAL SCIENCES-OTHER					21500 1	
AEROSPACE & AERONAUTICAL					23000 1	
CHEMICAL		33480 5			33456 10	33960 6
CIVIL			24000 1	25200 5	33500 1	29675 4
COMPUTER					27500 1	
ELECTRICAL/ELECTRONIC		31950 2	30000 1	31800 2	31825 8	29776 5
INDUSTRIAL					27039 14	27600 7
MECHANICAL		31500 2	25000 2	31500 6	32050 24 34300/30500	31292 10

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
METALLURGICAL				29733 3		
TEXTILE					26362 39 34000/24000	
ENGINEERING TECHNOLOGY				24000 2	27444 5	27000 1
INDUSTRIAL TECHNOLOGY		21000 1			25075 4	26500 1
COMPUTER SCIENCE			30930 2		28500 3	
COMPUTER PROGRAMMING	18460 1				31000 1	
INFORMATION SCIENCES & SY					23500 1	
HEALTH SCIENCES	23500 1		24800 1			
BIOLOGICAL					25700 3	
CHEMISTRY				28100 2		
MATHEMATICS			27000 1			
PHYSICS						23500 2

AVERAGE SALARY OFFERS — SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER — CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	26026 685 37500/22500	19600 10	14500 2	21373 302 33000/18000	23677 28 33000/19000	20238 27 27700/15000	22247 46 32300/16000	27580 46 39500/23000	23661 67 40000/15000
BACHELOR - TECHNICAL	28293 29 31500/26500		24562 13	26285 20 35000/22000	31249 4	30921 19	27837 70 37500/23449	29190 81 41500/25500	23247 5

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	20200 10	19304 25 29000/17500	23036 128 35000/18000	20075 12	19422 304 28600/16900	21258 11		19019 23 28600/14200	19661 16
BACHELOR - TECHNICAL	40000 1	23000 1	25740 16	26500 1	38814 174 48000/36000	28000 1	19000 1	35360 1	26400 1

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	24125 4	22049 39 33400/16500	23658 16	19688 37 30000/13500	19765 153 27000/16500	20084 79 27000/16851	18902 70 26000/16000	18344 9	16994 16
BACHELOR - TECHNICAL	27110 10	25294 6	29390 77 34080/25200	24846 11	19533 12	24480 231 33840/19654	23826 44 33060/18726	26832 104 40000/18500	28003 10

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL		15438 3	16503 18	18644 5	21870 13	23167 3	23998 8	22845 37 33500/19500	24958 72 31536/22000
BACHELOR - TECHNICAL				18960 3	29931 205 33700/28296	22339 23 35000/18500	29782 104 38400/26400	28076 72 39996/24000	31937 287 38040/28300

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	23300 26 31500/16500	24765 32 31500/20100	22806 42 30600/18200	24303 16	23840 5		24357 7	25232 38 30000/23000	24878 29 29200/23000
BACHELOR - TECHNICAL	30445 144 41000/26400	30132 221 36840/27600	29450 17	30475 4	29928 60 35500/27600		34333 3	31942 72 34900/29000	32534 83 36600/30000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL	19333 3	23100 4	21667 3	26022 9	23095 69 27300/21000	22079 12
BACHELOR - TECHNICAL	20980 2	31530 10	27208 8	28600 20 35000/23000	28727 115 37760/24000	29943 36 37200/26000

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25620 635 35200/22000	22256 144 33000/17100	19856 7	17100 2					21986 7
BUSINESS ADMIN (INCL MGMT	22750 2	21243 7	21075 32 26000/18500	21167 3	22550 5				24878 12
ECONOM & FINANCE (BANKING	27233 15	24864 14	21038 77 32000/18500	21554 22 30000/18000	24400 5		26000 2	21000 3	25151 65 33500/18000
HUMAN RSRCS (incl LABOR R			23000 1						26000 1
MARKETING/MARK MGMT (<CSR	25500 2		18228 7	20263 4	19000 2				25667 3
ADVERTISING		21000 1							
COMMUNICATIONS		20000 1	24350 2						
JOURNALISM								20000 1	
HUMAN ECOLOGY (HOME ECONO				18300 1					
FOREIGN LANGUAGES	22800 1		20000 1						19600 1
LETTERS (incl English, Li			18650 4					15600 1	30250 2
VISUAL & PERFORMING ARTS	37000 1								
HUMANITIES - OTHER			21000 2						
HISTORY			24750 4						
POLITICAL SCIENCE/GOVT			18800 5	32000 1	30000 1			32500 1	27700 5
PSYCHOLOGY			19667 3						
SOCIOLOGY			18167 3	14400 2					
SOCIAL SCIENCES-OTHER		19800 1	18500 5						30625 4
AEROSPACE & AERONAUTICAL			18200 1						
CHEMICAL						34200 1			
ELECTRICAL/ELECTRONIC								32436 1	36000 1
INDUSTRIAL	24000 1								
COMPUTER SCIENCE	27000 1								17000 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BIOLOGICAL									30000 1
MATHEMATICS					26000 2				27825 4

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
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CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING		18500 1		18200 1			22960 5		
BUSINESS ADMIN (INCL MGMT	20750 2	23025 8	18000 1	21685 10	20360 10	24720 5	21099 53 30000/16000		19000 1
DISTRIBUTION MANAGEMENT				30000 1					
ECONOM & FINANCE (BANKING	26094 16	22737 13		25833 3	20683 7	23750 2	22219 50 31500/16000		
HUMAN RSRCS (incl LABOR R	35000 1	22660 5			18000 1		23075 15		
MANAGEMENT INFO SYSTEMS							17250 2		
MARKETING/MARK MGMT (RESR	22000 1	22483 6	22900 2	21991 11	20333 6	24483 6	21750 132 30000/16000		
REAL ESTATE		25000 1					19000 1		
ADVERTISING		18700 1	19600 3	19000 1	16800 2		20573 11		15667 3
COMMUNICATIONS		12000 1	15600 1	19000 3		18100 2	19881 21 25200/15600		
JOURNALISM		19000 1	18000 1				21750 6		
TELECOMMUN/BROADCASTING							21250 2		
ELEMENTARY EDUCATION							24000 2		
HUMAN ECOLOGY (HOME ECONO						18500 1			
TEXTILES & CLOTHING				23333 3	16000 1		25200 1	18000 1	
MERCHANDISING MANAGEMENT					18000 3		22000 1		
FOREIGN LANGUAGES		24000 1	20000 1		20500 2		19860 5		
LETTERS (incl English, Li	26000 2	18350 1	23000 1		20500 2		20000 6		
VISUAL & PERFORMING ARTS							17000 2	16875 4	
HUMANITIES - OTHER							24500 2		16288 2
CRIMINAL JUSTICE		20000 1							
HISTORY					19000 1		24250 4		
POLITICAL SCIENCE/GOVT	20000 1	22180 2		18500 1	23000 3		24571 7	25000 1	

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
PSYCHOLOGY		23750 2		18000 1	19500 2		17358 5		
SOCIOLOGY							22333 3		
SOCIAL SCIENCES-OTHER							28000 3		
CHEMICAL				33600 1			31989 7		
CIVIL							27000 1	25789 3	
COMPUTER							31044 1	28000 1	
ELECTRICAL/ELECTRONIC				33000 2		31830 2	29656 9		
INDUSTRIAL				30600 1			28500 4		
MECHANICAL				28600 1	29100 1	30798 2	29308 11	32300 2	
TEXTILE		22000 1		24000 1			25600 5		
ENGINEERING TECHNOLOGY				24900 2			23333 3	21000 1	
INDUSTRIAL TECHNOLOGY					15732 1		16000 1		
AGRIBUSINESS							20000 2		
ANIMAL SCIENCES				20000 1			20000 1		
OTHER AGRICULTURAL SCIENC							16500 1		
INFORMATION SCIENCES & SY		25000 1					21300 2		
HEALTH SCIENCES					18400 1		24150 2		
PHARMACY							27143 6		
BIOLOGICAL	25000 1			25300 1			21625 4		
CHEMISTRY							28775 4		
GEOLOGY & GEOLOGICAL SCI							25000 1		
MATHEMATICS		19500 1					32000 1		
OTHER PHYSICAL & EARTH SC	25000 1						22000 1		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
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CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING					25000 1	20029 14			22000 1
BUSINESS ADMIN (INCL MGMT		26750 2	20250 2		19750 2				17867 3
ECONOM & FINANCE (BANKING			26000 1		23800 2	25421 12	20818 3		24000 1
HUMAN RSRCS (incl LABOR R		21938 1		17518 1	15700 1		20000 1		
MARKETING/MARK MGMT (RESR					15750 2				
ADVERTISING			16120 1		20000 1				
COMMUNICATIONS			18100 5	15600 1	17500 1				
JOURNALISM			26000 1	15050 2					
TELECOMMUN/BROADCASTING		21250 2	16213 2						
FOREIGN LANGUAGES									21333 3
LETTERS (incl English, Li			15603 6	18062 9	20000 2			22000 1	
VISUAL & PERFORMING ARTS,					16000 1				22000 1
HUMANITIES - OTHER					25000 1				
CRIMINAL JUSTICE								16851 2	
HISTORY									21000 3
POLITICAL SCIENCE/GOVT			250[illegible] 1		15032 2	23000 1		18726 1	22333 3
PSYCHOLOGY		24200 1							22000 1
SOCIOLOGY								11752 1	
SOCIAL SCIENCES-OTHER			26300 1	18000 1					
AGRICULTURAL							18800 1		
CIVIL									20000 1
ELECTRICAL/ELECTRONIC									27050 6
MECHANICAL		[illegible]000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
INDUSTRIAL TECHNOLOGY									20208 1
HEALTH SCIENCES									21000 1
BIOLOGICAL									21876 1
CHEMISTRY								20000 1	
MATHEMATICS						29800 2			
PHYSICS									23750 2

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
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CL[illegible]A	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
ACCOUNTING			24000 1						
BUSINESS ADMIN (INCL MGMT			19750 6						
ECONOM & FINANCE (BANKING					18000 1			30000 1	
MARKETING/MARK MGMT (RESR			24000 1	21000 1					
ELEMENTARY EDUCATION			16500 1						
PHYSICAL EDUCATION					20000 1				
SPECIAL EDUCATION				17000 1					
HUMAN ECOLOGY (HOME ECONO				16114 1		13632 1			
FOREIGN LANGUAGES						16600 1			
CRIMINAL JUSTICE			19000 1			16500 1			
HISTORY			16000 1						
POLITICAL SCIENCE/GOVT			16000 1						
PSYCHOLOGY			17108 5	14679 5		13033 3			
SOCIOLOGY			14000 1	15600 2		16550 3			
SOCIAL SCIENCES-OTHER				17220 2		16699 4			
AEROSPACE & AERONAUTICAL								30407 20 31700/29400	
AGRICULTURAL							26500 1	22900 2	
ARCHITECTURAL								22830 3	22890 1
CHEMICAL								34195 4	30184 3
CIVIL								27070 69 38400/21372	28266 10
COMPUTER								30500 6	
ELECTRICAL/ELECTRONIC	31500 1							30691 64 36000/29000	
INDUSTRIAL				26700 1				28727 9	

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
MECHANICAL								29477 102 33996/25400	31800 1
METALLURGICAL	31200 1								
TEXTILE								26440 5	
ENGINEERING TECHNOLOGY								27446 21 34920/24000	
INDUSTRIAL TECHNOLOGY								31140 1	
ALLIED HEALTH			11000 1	15600 1					
HEALTH SCIENCES			10880 1						
ARCHITECTURAL & ENVIRONME								25880 5	
MATHEMATICS			23866 1				24600 1		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING	31536 1								
BUSINESS ADMIN (INCL MGMT	23825 4	25050 2							
ECONOM & FINANCE (BANKING		24733 3				17400 1			
HUMAN RSRCS (incl LABOR R	22972 4						27000 1	28000 1	
MANAGEMENT INFO SYSTEMS		25250 2							
ADVERTISING							24000 1		
TELECOMMUN/BROADCASTING							19448 1		
TEXTILES & CLOTHING	25667 3								
AEROSPACE & AERONAUTICAL	24790 2		30134 10				29948 5		29544 12
AGRICULTURAL	29000 1		25000 1			28565 1		19500 1	
BIOENGINEERING & BIOMEDIC	31950 2	30000 1							
CHEMICAL	32313 29 37760/31680	33100 1	33000 1			32889 29 35400/32000	31711 6	33252 109 35580/32000	32804 32 33600/31800
CIVIL	26468 8			27600 1			26300 1	29680 5	32500 3
COMPUTER	32100 1	29986 9	30744 1	30112 12	30700 2	33800 1		32100 1	32500 1
ELECTRICAL/ELECTRONIC	30077 95 34995/25345	29226 17	29459 49 34080/25343	30164 12	31411 14	29051 39 34800/25000	28283 23 33000/25200	29152 65 34800/24342	29969 50 38040/25340
INDUSTRIAL	28213 86 36840/24600					28214 3	30000 1	25469 14	29730 6
MECHANICAL	30640 120 39156/27040	31800 1	29484 9		29329 7	29845 29 34200/25343	26949 7	31300 101 38400/28000	30047 73 39996/25340
METALLURGICAL	29143 7					31290 4		31500 2	
NUCLEAR						32000 1	20463 1		
PETROLEUM	36600 1								
TEXTILE						29000 1	24500 2	31480 5	
ENGINEERING TECHNOLOGY	27866 15	25000 1		29034 2	29475 2	29100 4	17855 1	25481 13	29398 7
INDUSTRIAL TECHNOLOGY	25767 19								26448 2

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
AGRIBUSINESS						30000 1			
OTHER AGRICULTURAL SCIENC							19700 1		
COMPUTER SCIENCE	20640 2	31656 5		30617 6					29024 3
COMPUTER PROGRAMMING		29329 7							
INFORMATION SCIENCES & SY		27967 3		33000 1					
SYSTEMS ANALYSIS		30300 1							
PHARMACY	30000 2								
BIOLOGICAL						17264 1			
CHEMISTRY						27098 8	28200 1		
MATHEMATICS		25150 2		28500 1			24596 1	29500 1	
PHYSICS	26500 1	26000 1		15783 1					
OTHER PHYSICAL & EARTH SC						28000 1			

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA		ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA	
ACCOUNTING												27000	3	30000	2	21186	7
BUSINESS ADMIN (INCL MGMT	17821	1	19493	2	26000	1						24917	6	21050	7	21293 31500/18200	106
DISTRIBUTION MANAGEMENT																21375	4
ECONOM & FINANCE (BANKING	22605	4	29500	1			32000	2				28362 40000/25000	39	25720	5	21338 32000/18500	82
HOTEL/RESTAURANT MGMT																19222	9
HUMAN RSRCS (incl LABOR R	26000	1							20500	1		23000	1	22045	11	20763 27000/18600	25
MANAGEMENT INFO SYSTEMS	24275	8	25558	14	27100	3						29583 33500/29000	30			18500	1
MARKETING/MARK MGMT (RESR	15798	1			17000	1						27500	1	20430	4	20278 30000/18000	77
REAL ESTATE			19493	1													
ADVERTISING																17475	4
COMMUNICATIONS														27500	1	19973 23000/18000	20
JOURNALISM																17625	2
ELEMENTARY EDUCATION																21000	1
SPECIAL EDUCATION																16640	1
HUMAN ECOLOGY (HOME ECONO	18000	2							18500	1						17657	7
TEXTILES & CLOTHING																19700	6
MERCHANDISING MANAGEMENT																19291	12
FOREIGN LANGUAGES	24600	1												33000	1	21558	6
LETTERS (incl English, Li												18000	1	27500	1	20758	11
VISUAL & PERFORMING ARTS																26000	1
HUMANITIES - OTHER												31550	2			16560	3
HISTORY			28750	1										25000	1	19591	11
POLITICAL SCIENCE/GOVT	23000	1	31500	1								29000	2	17497	2	22089 30000/18700	20

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
PSYCHOLOGY								16800 2	19997 14
SOCIOLOGY									18400 8
SOCIAL SCIENCES-OTHER							30000 1		19825 4
AEROSPACE & AERONAUTICAL									23000 1
AGRICULTURAL									29000 1
BIOENGINEERING & BIOMEDIC		30000 1	31800 1						
CHEMICAL							26300 1		22800 1
CIVIL		33500 1							26400 1
COMPUTER	29170 13	30000 1	29900 4				31313 8		
ELECTRICAL/ELECTRONIC		31733 3	30711 11	29500 1	29640 1		31491 22 36000/29000		29750 4
INDUSTRIAL							29724 15		
MECHANICAL							28000 3		31200 2
TEXTILE									26288 26 33500/24000
ENGINEERING TECHNOLOGY	23360 5	23529 3	22608 2	26600 1				25200 2	24810 2
INDUSTRIAL TECHNOLOGY			23000 1						24967 3
AGRIBUSINESS					24880 5				22100 2
ANIMAL SCIENCES									15000 1
PLANT SCIENCES					18500 1				23000 1
OTHER AGRICULTURAL SCIENC					19487 12				27500 2
COMPUTER SCIENCE	27128 109 38600/20160	29305 18	28859 32 33000/25000				29123 13		32500 2
COMPUTER PROGRAMMING	26896 19		30000 1				24750 2		
INFORMATION SCIENCES & SY	27300 11	25873 15	25714 3				29250 2		23500 1
SYSTEMS ANALYSIS			28568 2				31250 2		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
HEALTH SCIENCES								26000 1	
ARCHITECTURAL & ENVIRONME					20000 1	17333 3			26000 1
BIOLOGICAL									25300 1
CHEMISTRY					33600 1				
MATHEMATICS	24269 4	24500 2		26988 2			27600 5		22900 5
PHYSICS	33600 1								

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT			32146 1	21000 1		30000 1		27000 1
ECONOM & FINANCE (BANKING	24250 2					19493 1		
JOURNALISM								18000 1
ELEMENTARY EDUCATION								19817 104 26600/17000
PRE-ELEMENTARY EDUCATION								18591 3
PHYSICAL EDUCATION								20600 5
SPECIAL EDUCATION								21340 14
HUMAN ECOLOGY (HOME ECONO								21925 2
FOREIGN LANGUAGES								18613 4
LETTERS (incl English, Li								20268 11
VISUAL & PERFORMING ARTS					30000 1			19113 3
HUMANITIES - OTHER	18726 1							
HISTORY				16000 1				17350 2
POLITICAL SCIENCE/GOVT			18000 1	21983 6	17313 1			
PSYCHOLOGY			17188 4					21000 2
SOCIAL SCIENCES-OTHER			13500 1	17500 2				
ELECTRICAL/ELECTRONIC			26000 1					
MECHANICAL							17300 1	
ENGINEERING TECHNOLOGY							26496 1	
INDUSTRIAL TECHNOLOGY			18000 1					
OTHER AGRICULTURAL SCIENC			12272 1					
COMPUTER SCIENCE	27633 2							12500 1
ALLIED HEALTH			25216 5					18007 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 7 - PAGE 2

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
HEALTH SCIENCES		40000 1	23238 4					
NURSING		23344 45 36500/18000						
PHARMACY			38088 209 48000/31387				30000 1	
BIOLOGICAL			18000 1				19550 1	19230 1
CHEMISTRY						28300 1	33350 2	11600 1
MATHEMATICS	23386 12							19850 2

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25661 656 37500/22000	22396 168 37500/17500	20707 153 32000/18000	20916 35 32000/16300	23288 13		26000 2	21850 6	25313 100 33500/18975
BACHELOR - TECHNICAL	25500 2		18200 1		26000 2	34200 1		32496 1	27757 7

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	25565 23 35000/21500	22168 44 30000/18500	19920 10	21913 35 32000/18000	20025 40 29500/15600	23294 16	21639 339 33500/16000	18417 6	16429 6
BACHELOR - TECHNICAL	25000 2	22167 3		27790 10	21077 3	31314 4	27017 67 36000/22000	27281 7	

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		23690 6	18823 20 26300/13000	17413 14	19241 16	22535 27 29000/17892	20613 4	17236 5	21100 16
BACHELOR - TECHNICAL		32000 1				29800 2	18800 1	20000 1	24407 12

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL			18530 18	16096 12	19000 2	15560 13		30000 1	
BACHELOR - TECHNICAL	31350 2		15249 3	22150 2			25550 2	28967 311 38400/24342	28527 15

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	24644 12	24971 7				17400 1	23483 3	28000 1	
BACHELOR - TECHNICAL	29565 391 39156/24500	29402 49 35600/25000	29562 71 34080/25343	29721 36 37500/25675	30616 25 35000/28950	30031 123 35400/25300	27903 50 34800/24199	30973 317 38400/25000	30425 189 39996/25340

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	22518 19	25302 20 33400/19493	24860 5	32000 2	19500 2		28415 86 40000/24000	22750 37 35000/17500	20645 442 32000/17500
BACHELOR - TECHNICAL	27129 162 41000/20000	27806 44 35000/24000	28863 57 33500/25000	27519 4	21904 21 40000/15500	17333 3	29953 73 41500/26500	25467 3	26002 57 35000/22800

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	22409 3		18914 7	20390 10	23657 2	24747 2		19992 152 27000/17250
BACHELOR - TECHNICAL	23993 14	23706 46 40000/18000	37179 222 48000/27664			28300 1	26674 6	16840 6

AVERAGE SALARY OFFERS SEPTEMBER 1989 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	33505 21 50000/30000	23000 1		31328 25 55000/24000	34400 5	39000 1	24000 1	32650 14	28050 6
MBA--TECH	30000 1			39000 5		32500 1	32367 3	40140 5	40667 3

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH	35833 3	32800 5	42500 1	59333 3	29191 11				40000 3
MBA--TECH	32667 3		33800 1						

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH		35675 4			19200 1	25295 3			31333 3
MBA--TECH	30450 1	32000 2	39000 1						

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH	23000 1				35000 3	28000 1	35514 7	31250 4	39000 5
MBA--TECH					29900 1		40140 3		41368 8

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	37633 4	35429 7	29500 4	35400 1			29000 1	33247 6	34260 5
MBA--TECH	34625 4	29500 2							35900 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH		33700 3		36400 2	31214 7	40000 1
MBA--TECH	34000 1	32500 1				39000 1